

# The Times Dispatch INDUSTRIAL SECTION

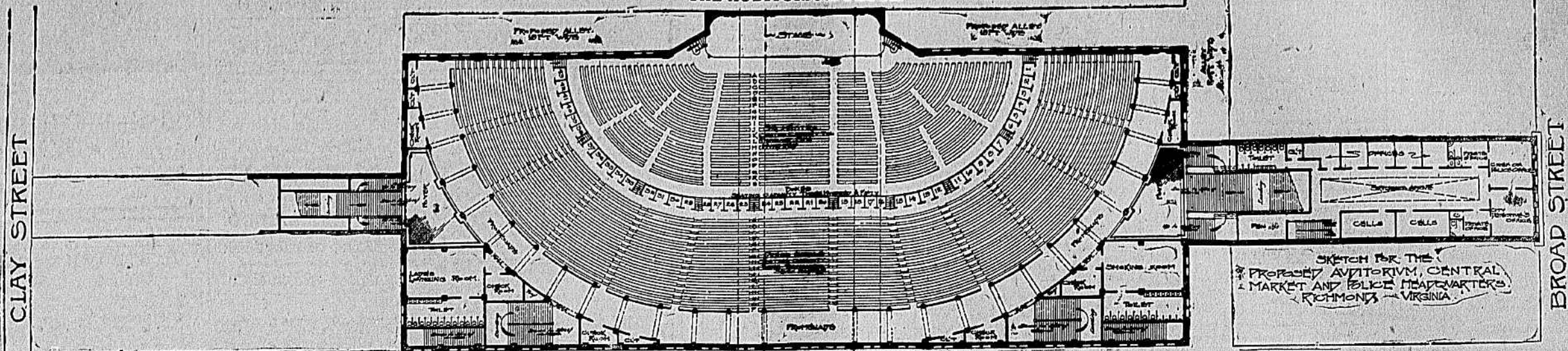
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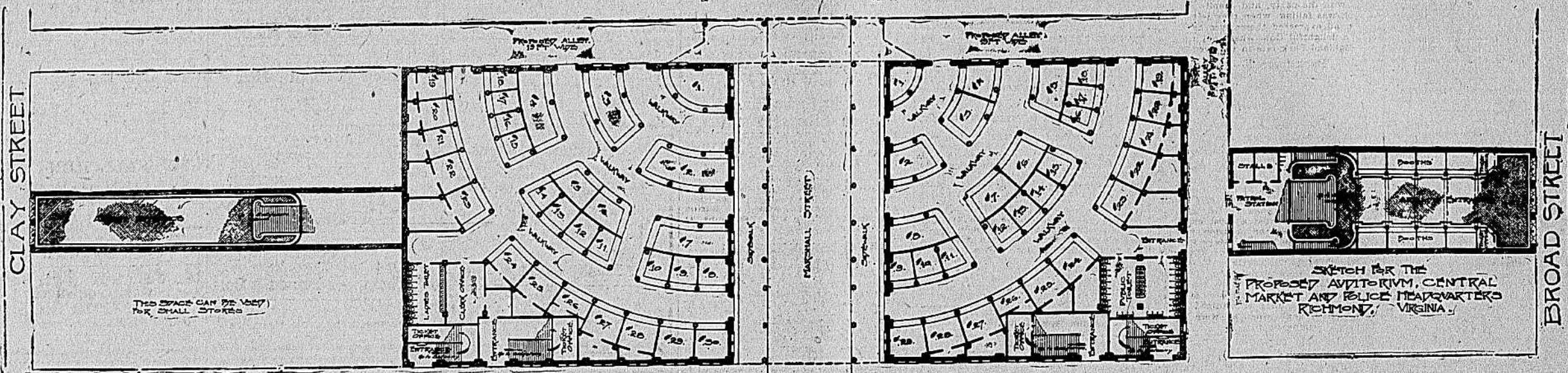
RICHMOND, VA., SUNDAY, AUGUST 5, 1906.

PRICE FIVE CENTS.

## PLANS PREPARED BY MR. CHARLES K. BRYANT FOR THE PROPOSED AUDITORIUM OVER THE PRESENT MARKET THE AUDITORIUM FLOOR.



SIXTH STREET  
PLAN FOR MARKET



SIXTH STREET

## AUDITORIUM PLAN MAY BE ADOPTED

Public Expression Seems  
To Favor Sixth and  
Marshall Streets.

AUDITORIUM IS  
BOUND TO COME

Scheme Provides for Handsome  
Building, Police Headquarters  
and Market—Will Seat  
12,000 People—To  
Fight Hard for  
His Idea.

Alderman Robert Le Masurier's suggestion as to the site to be adopted for the auditorium, which it is proposed that the city shall build to accommodate the many large conventions scheduled to meet here next year seems more and more to meet with favorable opinion.

Captain Le Masurier intends to fight hard for the adoption of his idea, as not only he, but many others interested in the welfare of the city and in having a capacious auditorium built, deem that this idea is the only feasible one now open for the city to act upon. There has not yet been any other site suggested that would meet with all the needs demanded, and it seems pretty generally conceded that the site on Sixth and Marshall Streets is the only one that will offer a practical solution of the problem that is engaging the attention of all minds. From the practical standpoint, Captain Le Masurier is gaining he feels sure that this scheme is progressing well.

The cuts shown above are the ground, or market floor plan, and the second, or auditorium floor plan, and when asked about some details of his scheme, he kindly consented to give a brief description of same, which is as follows:

**Market or Ground-Floor Plan.**  
This floor will be divided as follows: Entering from Broad Street, one will pass through a forty-eight foot arcade, terminating with a handsome stairway, twenty-four feet wide and of easy rise, which will take one up to the auditorium floor.

At the right and left, on entering the arcade, are the ticket offices, and in the rear of these are booths, four on each side. These booths will be used for cigars, soft drinks, fruits, candy and other such stands required around such places. This arcade will be laid in handsome tile, and the stairway and walls handsomely finished off with marble wainscoting.

In the rear of this portion, and under the stairway, will be located a modern patrol station, but this will be entirely cut off from the arcade, and will open on the alley. By this arrangement, prisoners can be brought to the police headquarters without in any way being seen, or in any way coming in contact with the people in the arcade. There is a stairway leading up directly from the alley, and

## RICHMOND'S BIG HARDWARE TRADE

Six Wholesale Houses Whose  
Business Extends Over the  
Entire South.

GROWING LARGER EVERY YEAR

Three Million Dollars the Record  
for a Year—Increase of Over  
25 Per Cent.

It is likely that no class of wholesale merchants in Richmond have done more in the years gone by or in the recent years to give Richmond prominence as a jobbing center than have the wholesale dealers in hardware.

Richmond has been a wholesaling center for hardware for more than sixty years. Away back in the forties country merchants and house-builders came here from all over Virginia and from North Carolina to lay in their stocks of hardware and builders' material. An old directory of Richmond for the years 1845 and '46, a little volume that one can readily carry in the hip pocket and hardly know it is there, gives Richmond, at that early date, two wholesale hardware houses. They sold hardware, stoves and mechanics' implements all up and down James River and along all the other streams upon which steamboats and mud scows and bateaux hauled goods. They sold goods also to country merchants of the interior of Virginia and North Carolina, who in those days came to town in wagons to lay in supplies of goods for a year's trade.

**Houses of To-Day.**  
There is a firm doing the wholesale hardware business here to-day that was started in 1850, and it is known far and near to the trade as A. B. Charles & Son. While the personnel of the firm has, of course, changed, its name and style remains to-day as it was in the beginning. The Watkins-Cottrell Company is also an old concern, having commenced business under another name away back in the fifties.

There are now six wholesale hardware concerns in Richmond, and they do a business annually that runs up into the millions, when measured in dollars and cents. They sold within the past twelve months \$3,000,000 worth of goods, and scattered them over eight or ten States. The States in which they do the most of their profitable business are Virginia, North Carolina, South Carolina, Georgia, Florida, Tennessee and West Virginia. The figures show an increase over the previous year's business of 25 per cent.

**The Drummer Boys.**  
These six houses employ regularly about fifty drummers, and they are among the most intelligent and active of the army of "commercial evangelists" who go out to spread the glory of commercial Richmond before the goods-buying world.

While they go out to sell hardware, it happens that in the very nature of the

case they are the best advertisers of Richmond's superb advantage who travel. Hardware is naturally heavy freight, and when they show to the buyers in the many States they travel that Richmond's shipping advantages and freight rate advantages make the "gateway" to the South for such heavy freight as hardware, it stands to reason that she is just that for all other kinds of freight. And it may be said right here that the hardware drummers who go out from the true "gateway" are loyal to the core. Their business, of course, is to sell hardware, but knowing their peculiar opportunities as above shown, they never lose a chance to show how Richmond can fill every page on the order book that any retailer can fix up before starting out to lay in a six or a twelve months' stock. If all of these hardware "peddlers" received a commission on all the goods of other lines they thus sell indirectly they could soon retire from business and live comfortably on the interest on their money.

**An Expert's Opinion.**  
The traveling agent of a large New England manufacturing concern, who sells its products only to wholesale hardware houses, spent last week in this city. He said to a Times-Dispatch man that in the twenty odd States he travels he knows of no city in which the wholesale hardware merchants carry larger or better assorted stocks than do the six houses doing the wholesale business in Richmond. "And," he added, "I know of no six mercantile establishments in the same line of business whose credit stands higher or whose business methods are more up-to-date or who show more business energy."

## HOMEOPATHIC PHARMACY The First in Richmond—To Be Opened September 1st.

There are a number of homeopathic physicians in Richmond, and the most of them have a good practice, but Richmond has never had a pharmacy devoted entirely to the making and sale of homeopathic medicines and the filling of homeopathic prescriptions. The growth of the practice of homeopathic physicians necessitates a pharmacy here.

Such a pharmacy will be established in a short while, and will be opened for business on the first of September. It will be known as the Richmond Homeopathic Pharmacy, and will be conducted by Dr. George F. Bagby, who has been practicing in this city for a number of years, and Dr. W. S. French, now of Chicago, but who will become a citizen of Richmond this week.

The Richmond Homeopathic Pharmacy will be located at 501 East Main Street, corner of Fifth. Dr. Bagby, who for a number of years has been engaged in a special ear, nose and throat practice at his office, No. 216 East Franklin Street, will continue his special practice, but will move his office to No. 501 East Main, where he will fit up office rooms separate from the pharmacy.

The pharmacy will be opened for business September 1st.

**Price on Cotton.**  
(Special to The Times-Dispatch.)  
NEW YORK, August 4.—Theodore H. Price says that on the basis of the average condition and acreage reported by the government for the last fifteen years, the cotton crop report issued yesterday indicates a yield of 10,000,000 bales.

**Succeeds Russell Sage.**  
(Special to The Times-Dispatch.)  
NEW YORK, August 4.—At a meeting of the Importers and Traders' National Bank yesterday, James R. Plum was elected vice-president, to fill the vacancy caused by the death of Russell Sage. Mr. Plum is treasurer of the Central Leather Company.

## REAL ESTATE AND BUILDING NEWS

A Little Dull in General Way,  
but Richmond Property  
is Moving.

NEW FRANKLIN-STREET HOME

Movements in Suburban Lots and  
Farm Lands—Rental Agents  
Nearly Exhausted Lists.

The real estate market has been exceedingly dull for the week past. Nearly half the real estate agents are off on the summer dull season holiday and the other half are not giving any more attention to business than is necessary to get things in order for the big fall trade, which all of them are confidently looking forward to.

The rental agents, however, are keeping busy—at least such of them as have not closed up their lists by renting out for September occupancy everything on the deck.

One week has been devoted entirely to the cleaning up of odds and ends and in an effort to get the decks well cleared, in anticipation of big work ahead, say in the early fall months. This condition refers altogether to what may be termed strictly city business.

However, there has been something doing in the way of sales. A deed of conveyance shows that J. Thompson Brown & Co. have sold 50 feet on Franklin Street, between Harrison and Birch, for J. C. Brockenbrough, to Stanhope Bolling. Mr. Bolling, who is the president of the Virginia Stone Works, will begin at once the erection of a handsome and costly residence on this property, which will be up-to-date and in keeping with the handsome houses in that locality.

Mr. S. P. Waddill, clerk of the Henrico Circuit Court, has broken ground for a handsome house on the south side of Grove Avenue, opposite "Lisbon."

This beautiful home is going up on a splendid lot, recently purchased through J. Thompson Brown & Co.

**Good Week's Sales.**  
Butler & Co. report the following sales made during the week:  
Two new brick tenements, Nos. 600 and 601 1/2 East Leigh Street, \$4,250.  
Three-story brick dwelling, No. 302 East Leigh Street, \$4,500.  
Three-story brick tenement, No. 819 North Eleventh Street, \$5,000.  
Two brick stores, Nos. 308 and 307 East Byrd Street, \$6,000.  
Two-story brick tenement, No. 530 North First Street, \$4,750.  
Two-story frame dwelling, No. 207 Reservoir Street, \$1,500.  
Two brick tenements, Nos. 165 and 247 South Ninth Street, \$1,300.  
Frame dwelling, No. 724 North Ninth Street, \$200.

These sales footed up \$35,250, which was pretty good business for a dull midsummer week.

**Suburban Property.**  
There was something doing in suburban property and in farm property. For instance, the Ginter Park people report that they are still forging ahead in spite of the midsummer dullness and the unfavorable weather conditions. There

seems to have been considerable activity in this live suburban section.

Mr. S. Rutherford Rose has taken title to two lots and is making preparations for the erection of a handsome residence on Fernside Avenue. Mr. H. Owsley Sanders is having materials delivered on his lot at Chamberlayne and Westwood Avenues, opposite the Union Theological Seminary grounds and the residences of Dr. Smith and Mr. S. H. Hawes. Mr. O. C. Peers has the contract. Mr. Charles J. Green is preparing to break ground for his residence on Seminary Avenue, and Mr. C. K. Howell has just completed the plans for the handsome residence which Mr. Reuben C. Burton will build at the northwest corner of Walton and Chamberlayne Avenues. This is to be one of the finest suburban homes in the vicinity, the design being a fine colonial of the Georgian type.

Plans are in course of preparation in several of the architects' offices for handsome residences which are to be built in Ginter Park by the various purchasers of lots, and all of them show a very marked advance over the prevailing type of suburban home heretofore.

**Westerners Are Coming.**  
The agents who handle farm lands reports active inquiry for good Virginia small farms. The inquiry comes mainly from Westerners.

Casselman & Co. have just sold the splendid little farm of William Sparks in the Drewry's Bluff section of Cheslerfield county to E. B. Rents, of Oregon. Mr. Rents, with his family, is now in Richmond, and having paid cash for the farm, will take possession at once. He will be busy for sometime to come, making necessary repairs to the dwelling and outbuildings, and by early autumn he will be a full-fledged Virginia farmer.

Mr. Rents is a believer in good roads, and he says he knows of no reason why Virginia should not have them. He has experienced some with the "King Roll" system, with gratifying results, and he may have something to say about it in the columns of The Times-Dispatch.

Casselman & Co. report a number of other deals on the string, which they expect to bring to a head within a short while.

## IRON SITUATION.

Virginia Producers Got \$16.50 on  
All Recent Sales.

(Special to The Times-Dispatch.)  
NEW YORK, August 4.—J. Rogers, Brown & Co., in their review of the iron market, say:

The week has served to emphasize the continued high pressure in the steel trade. On the one hand, the report of the Steel Corporation shows quarterly earnings of over \$400,000,000, \$400,000,000 of orders booked ahead and enough promise for the future to warrant the resumption of dividend on the common stock. The activity of the independent concerns is shown by the enormous sales of basic in the Eastern markets. These have totaled over 150,000 tons in the last fortnight, and have absorbed the supply of steel-making iron in this territory well into the last quarter of the year. Prices are firm at the recent advance of 25 cents a ton, Pennsylvania furnaces are holding firm at \$17.35 furnace, and Virginia producers claim to have got not less than \$16.50 on all their recent sales. Shortage of labor continues to hamper operations of all kinds throughout the country, and as a serious factor in reducing the output of ore, coke and iron. The problem of pig iron makers for the balance of the year will not be to find a sale for their product, but to secure raw materials and to keep costs within bounds. Aside from this shortage of labor, with the serious possibilities involved, there is no cloud on the horizon.

## FEDERAL PLEDGE ON MEAT PRODUCTS

TOBACCO SALES  
AT LYNCHBURG

An Increase of Nearly Sixty  
Thousand Pounds Over  
Last Year.

OFFERINGS WERE MEDIUM

The Year Successful to the Ware-  
housemen—The Leaf Was  
Heavy.

(Special to The Times-Dispatch.)  
LYNCHBURG, VA., August 4.—Sales of loose tobacco on the warehouse floors of the Lynchburg market for the two years ending July 31, 1906, as reported by John L. Oglesby, of Lynch's warehouse, are as follows:

Sold year ending July 31, 1905, 15,346,400.  
Sold year ending July 31, 1906, 15,404,900.  
Increase for 1906, \$6,500.

This report closes the sales of the tobacco year 1905-1906. The year in many respects has been pleasant and satisfactory. Only one incident has occurred during the year to bring sorrow to the tobacco trade. This was the death of Mr. James Franklin, Jr., the much esteemed secretary and treasurer of the association.

The tobacco offered during the year was generally of the medium grade, the size and color of the tobacco was fairly good, but the very large proportion was off in texture and quality.

Therefore, there was but a small proportion of wrappers or fine fillers offered. This was caused by the wet weather, which lasted from the last of July until the tobacco was matured. The increased weight and advanced price brought to the planters many thousands of dollars more than the crop of 1904-1905. For the past ten years the crop of tobacco sold on this market has averaged about 20,000,000 pounds. The crop of 1905-1906 sold low, and the labor was scarce and high, which made the crop not a paying one. As the best methods of reeling, the planters, by mutual agreement, determined to raise smaller crops and make a better grade of tobacco, and do this with less hired labor. They therefore determined to reduce the acreage one-fourth, which was generally done.

(Continued on Second Page.)

Government and Pack-  
ers Work to Restore  
Lost Prestige.

INSPECTION WILL  
BE VERY THOROUGH

Secretary Wilson Making Per-  
sonal Visits to Plants in  
Number of Cities—Trade  
Almost Given Death  
Blow By Recent  
Agitation.

(From Our Regular Correspondent.)  
WASHINGTON, D. C., August 4.—"U. S. Inspected and Passed" will be the legend which every piece of meat which leaves a packing-house or a slaughterhouse after the first day of next October must bear, or it cannot be carried across a State line. And, according to the regulations which were issued the other day by the Secretary of Agriculture, this brand or label will be a notification to the world that the United States absolutely guarantees, under its official seal, that the product is clean and wholesome, and that it was slaughtered and packed under the most careful sanitary conditions the ingenuity of man can devise.

According to the census reports for the year 1900, there were 929 packing plants in the United States. The total capital invested in the industry was \$27,699,440, and the value of the annual product of these establishments reached the enormous total of \$913,914,934. Of course, this includes many small establishments not affected by the Wadsworth-Beveridge law, and Secretary Wilson is not yet prepared to say just how many of these plants will be subject to government inspection, but he does say, with a great deal of emphasis, that no establishment which fails to provide itself with government inspection will be permitted to ship a ham, every piece of beef, every strip of bacon, every can of lard, every package of meat food products, every article of food of which meat forms a part, whether in box, barrel, can or loose, must bear a government stamp before shipment to a point outside the State in which it originates.

**Personal Inspection.**  
Secretary Wilson is thorough in all he does, and this is especially the case in the matter of his examination into the meat industry. He has visited a half-dozen cities and has seen conditions for himself. He has not taken the "easy way," and he has gone to head-quarters, and faced his own eyes, and ears, and, especially, his nose. He has satisfied himself as to existing conditions. He knows just what improvements have been made, and he is prepared to respond immediately to any

(Continued on Second Page.)